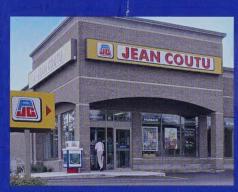
### (Annual) (Repport)



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1998





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# Financial HIGHTS

Winspear Business Reference Room University of Alberta 1-18 Business Building Edmonton, Alberta TGG 2R6

### **Profile**

The Jean Coutu Group (PJC) Inc. is the largest corporation specialized in the distribution and retailing of pharmaceutical and parapharmaceutical products in Quebec and one of the 10 largest in North America.

Founded in Montreal in 1969 by Mr. Jean Coutu, today The Jean Coutu Group heads a network of nearly 500 outlets in Canada and the United States. The 255 franchised establishments in Canada employ 11,000 people, mainly in Quebec, but also in New Brunswick and Ontario. The Jean Coutu Group's head office and distribution centre are located in Longueuil, near Montreal, and employ more than 800 people.

In the United States, 242 Brooks Pharmacy corporate outlets employ 4,500 people, primarily in the six New England states. The Jean Coutu Group (PJC) U.S.A. Inc., a wholly-owned subsidiary of The Jean Coutu Group, has its head office in Warwick, Rhode Island, and operates a distribution centre in Dayville, Connecticut.

Fiscal years ending May 31	1998	1997	1996	1995	1994
(in thousands of dollars except					
per share data and ratios)					
Financial performance					
Sales and					
other revenues					
Canada	1,001,458	873,256	821,984	786,813	781,058
United States	938,616	837,709	792,227	487,091	112,491
Total	1,940,074	1,710,965	1,614,211	1,273,904	893,549
Earnings before unusual					
items and income taxes	98,375	87,971	71,417	68,119	59,291
Net earnings	63,236	57,025	46,367	45,203	23,845
Cash flow	84,777	80,243	66,713	64,170	36,571
Financial position					
Real estate	148,785	136,929	113,887	111,223	108,899
Capital assets	151,950	124,120	112,631	85,691	39,733
Total assets	838,414	725,558	651,485	616,315	360,962
Shareholders' equity	446,732	378,189	326,009	285,789	246,174
2					
Per share amounts					
Net earnings	1.20	1.08	0.88	0.86	0.45
Cash flow	1.61	1.53	1.27	1.22	0.70
Dividends	0.16 8.48	0.14	0.12	0.12	0.12
Shareholders' equity	0.40	7.19	6.20	5.44	4.69
Financial ratios					
Working capital	1.35:1	1.31:1	1.25:1	1.42:1	1.72:1
Long-term debt on					
equity	0.19:1	0.22:1	0.26:1	0.44:1	0.12:1
Return on average					
shareholder's					
equity (%)	15.3	16.2	15.2	17.0	10.1

### 900 750 500 250 1993 1994 1995 1996 1997 1998

### TOTAL ASSETS

in millions \$)

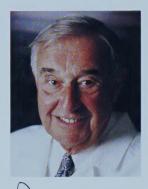
# Message to SHAREHOLDERS

After a period of growth marked by major acquisitions in the United States and Canada and the refurbishing of its distribution centre in Longueuil, The Jean Coutu Group (PJC) Inc. is now reaping the rewards from initiatives introduced in recent years as well as from consolidation measures that helped maximize the benefits of these initiatives.

At the end of the 1997-1998 fiscal year, The Jean Coutu Group registered sales of \$1.9 billion, an increase of 13.4% over the \$1.7 billion in sales recorded during the 1996-1997 fiscal year.

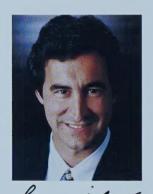
This record performance generated net earnings of \$63.2 million or \$1.20 per share, up 10.9% over the \$57 million or \$1.08 per share recorded in the previous fiscal year.

All components of The Jean Coutu Group made a remarkable contribution to this overall performance. The Jean Couty franchise network in Canada and the network of Brooks Pharmacy corporate outlets in the United States succeeded, within their respective markets, in capitalizing on The Jean Coutu Group's competitive edge and leadership position to take full advantage of the economic recovery that was strongly underway during the fiscal year ending May 31, 1998.



Jean Coutu
Chairman of the Board and

Chief Executive Officer



François J. Coutu
President and
Chief Operating Officer



Michel Coutu

Michel Coutu President, The Jean Coutu Group (PJC) U.S.A. Inc. An improvement in productivity throughout The Jean Coutu Group and its establishments and the smooth integration of the nineteen Cumberland outlets acquired at the end of the 1996-1997 fiscal year are among the factors responsible for these results.

### Natural growth

The Jean Coutu Group (PJC) U.S.A. Inc. saw its tax rate increase appreciably in comparison to previous fiscal years, and this new factor had a significant impact on the results of the U.S. operations in the 1997-1998 fiscal year. The Jean Coutu Group had, however, anticipated the effects of this new taxation rate, and the strong performance turned in by the U.S. operations made it possible for this increase to be absorbed normally.

Consolidated earnings for the 1997-1998 fiscal year therefore remain very satisfactory. They attest to the quality and maturity of the Jean Coutu formula as well as to the sustained growth of The Jean Coutu Group within an industry that is in natural expansion.

New competitors offering pharmaceutical and parapharmaceutical products – particularly superstores and supermarkets – continue to exert pressure on the sales activities of some Jean Coutu Group establishments.

This has also provided an opportunity for highlighting the competitive advantages and significant benefits of the Jean Coutu formula: proximity, quality of professional services and a top-quality product range.

Demographic and sociological data - not to mention the experience and expertise of personnel in Jean Coutu establishments - reveal that the aging population (babyboomers entering their 50s) is increasingly concerned with restoring and maintaining good health and a healthy physical appearance. Spurred on by the delivery of ever more innovative and sophisticated products and services, the needs and expectations of this population group can be more easily met by pharmaceutical establishments.

### Maturity and the future

The convergence of all of these elements is a powerful driving force behind the growth of pharmacies and establishments offering pharmaceutical and parapharmaceutical products. In 1997, in the United States, this sector (major pharmacy chains in particular) recorded one of the highest growth rates (10%) in an economy that was strong to begin with. Some analysts predict a compound annual growth rate of similar magnitude (11%) for the sector of medication and other non-durable goods for medical use by the year 2005.

On the eve of its 30th anniversary, The Jean Coutu Group possesses all the assets necessary to take full advantage of the natural growth of an industry in which it already occupies a position of leadership. These 30 years have seen the fine-tuning of an innovative and popular formula, the establishment and expansion of a solid network of outlets in Canada and the United States, and the development of high-performance management tools.

Above all, these 30 years have made it possible to build a solid and healthy financial foundation that will enable The Jean Coutu Group, as well as all of its franchises and corporate pharmacies, to move into the 21st century with renewed confidence and encouraging prospects for growth.

While the natural growth of the pharmaceutical and parapharmaceutical industry is an attractive fact in and of itself, the ongoing application and development of a winning formula — the Jean Coutu formula — presents exceptional challenges and business opportunities.

The Jean Coutu Group rose to that challenge during the 1997-1998 fiscal year, with the support and cooperation of all of its employees and franchisees. Already, as this annual report attests, "PJC 2000" – the Jean Coutu formula for the pharmacy of the year 2000 – is capturing the imagination and energy of the entire network and will allow The Jean Coutu Group to reaffirm its leadership position in its markets.

As "the most admired company in Quebec" (according to the results of a survey published in the April 1998 edition of Commerce Magazine), The Jean Coutu Group is also committed to responding ever more attentively to consumers' needs and expectations, while continuing to earn their confidence by working actively for their welfare and that of the communities in which The Jean Coutu Group is present.

In this regard, the management of The Jean Coutu Group wishes to thank and congratulate all of its employees who came to the assistance of those in need during and following the ice storm that struck southwestern Quebec and certain regions of Ontario, New Brunswick and the United States in early January 1998. Their cooperation, resourcefulness and dedication contributed to the shown of collective solidarity throughout this difficult period.

The
Jean Coutu
formula:
proximity,
quality of
professional
services and
top-quality
product
range.

During the 1997-1998 fiscal year The Jean Coutu Group had the pleasure of welcoming three new members to its Board of Directors:

Ms. Marie-Josée Coutu,
Chairman of Marcelle and Jean Coutu Foundation,
Ms. Sylvie Coutu, President of Sylvie Coutu Design, and
Mr. Paul Delage Roberge,
Chairman of the Board and
Chief Executive Officer of
Boutiques San Francisco.

The Jean Coutu Group also wishes to honour the memory of Mr. Conrad H. Harrington, who passed away March 9, 1998. A member of the Board of Directors from its early days, Mr. Harrington remained a loyal supporter and valued collaborator. To his family and friends, we extend our deepest and most sincere sympathy.

Finally, we wish to express our wholehearted gratitude to the employees and franchisees of The Jean Coutu Group as well as to our suppliers, partners and shareholders who all helped us reach new heights during the 1997-1998 fiscal year and who remain invaluable contributors to our corporate development as we prepare to enter a new and promising millennium.

# CANADIAN Operations

On May 31, 1998, at the close of the 1997-1998 fiscal year, the Canadian operations of The Group Jean Coutu (PJC) Inc. had recorded sales and other revenues of \$1 billion, an increase of 14.7% over the \$873.2 million registered for the 1996-1997 fiscal year.

Earnings (before depreciation and amortization, financial expenses and income taxes) recorded in Canada totalled \$96.5 million, a 12% increase compared to the \$86.2 million in earnings generated during the previous fiscal year.

The appreciable improvement in productivity within all components of The Jean Coutu Group's Canadian operations as well as the smooth integration of the 19 Cumberland outlets acquired at the end of the 1997-1998 fiscal year are the two key factors responsible for this outstanding performance.

As anticipated, the first full year of operation of these former Cumberland points of sale contributed significantly to the achievement of record heights in The Jean Coutu Group's results.

Furthermore, all franchisees, with the active support of the head office, devoted substantial energy and resources to consolidating their achievements and improving the overall profitability of their establishments.

In addition to opening five new establishments (all in Quebec) during the 1997-1998 fiscal year, The Jean Coutu Group concentrated on renovating,

expanding, and relocating establishments as well as streamlining its product range and improving the quality and efficiency of its professional and commercial services.

the quality and efficiency of its professional and commercial services.

To varying degrees, all of these measures contributed towards

measures contributed towards
maintaining profit margins and
increasing returns throughout
The Jean Coutu Group's

Canadian operations during the 1997-1998 fiscal year.

### "PJC 2000"

The determination and dynamism shown by franchisees, their

employees, and head-office and distribution-centre personnel were unquestionably bolstered by the presentation during the year of a strategic growth plan entitled "PJC 2000".

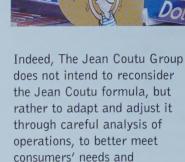
Studied and ratified by The Jean Coutu Group's Board of Directors and management, this exhaustive growth plan foreshadows the pharmacy of the year 2000 and emphasizes the strengths and advantages of a formula that has been tried and tested for close to 30 years.



The former Cumberland points of sale contributed significantly to the achievement of record heights in The Jean Coutu Group's results.



The Jean Coutu Group concentrated on renovating, expanding and relocating its establishments.



expectations.

It is in this spirit that a thorough examination was conducted of all facets of professional and commercial operations within the franchised establishments, head office and distribution centre. The result was a series of recommendations whose implementation began during the 1997-1998 fiscal year and that will be pursued in the coming years.

From new information technology and merchandising to laboratory products and services, PJC 2000 modernizes a popular formula known throughout the territory and reaffirms The Jean Coutu Group's leading role in the retailing industry.



# From the checkout counter... to the lab

Without question, the gradual introduction of point of sale (POS) management is, in the short term, the most important measure in the implementation of PJC 2000. A key success factor in the entire Jean Coutu franchise network, POS management will contribute significantly towards improving the establishments' productivity and profitability.

Some 50 franchisees have already introduced this management tool, which allows for a more efficient organization of daily activities from one end of the commercial chain to the other. Bar-code scanning (UPC) improves efficiency at the checkout counter and reduces waiting time for consumers. At the other end of the line, the computerized data available through the POS software provides the franchisee, head office and distribution centre with all the information necessary to ensure, among other things, optimal inventory management and more strategically targeted merchandising programs.

The same concern for efficiency and performance governed the introduction of standardized computer equipment and a private corporate network (Intranet) in all Jean Coutu franchises

(as of the end of the 1997-1998 fiscal year). Confidentiality of communications and marketing activity planning are among the key advantages to implementing these information technologies.

In order to maximize the benefits of these new management and communications tools, The Jean Coutu Group intends to provide the necessary training to all users (franchisees and employees) of the computer systems common to all establishments.

Another sector received substantial attention during the 1997-1998 fiscal year, both in terms of the company's current activities and of the PJC 2000 strategic growth plan: the laboratory. The quality and efficiency of professional services must be proven as much in terms of pharmacist availability and confidentiality of consultations as of waiting time and product range.

While pursuing and expanding its training activities for pharmacists within franchised establishments, The Jean Coutu Group looked at length into the question of laboratory layout and above all, the quality of the services provided.

By emphasizing the integration of new technologies, the development of innovative tools and the mobilization of teams within franchised establishments, and by implementing an evaluation system and ongoing improvement process, The Jean Coutu Group set as its objective for the year 2000 to have all pharmacies affiliated with the network recognized as industry leaders in terms of the quality and efficiency of their professional services.



The layout, range of products and personalized service provided by the Cosmetics Department will be at the heart of the sales activities of the Jean Coutu pharmacy of the year 2000.

### An environmental policy

During the 1997-1998 fiscal year, The Jean Coutu Group took the initiative to implement an environmental policy

for all of its Canadian operations, as testimony to its ongoing concern for environmental protection and the conservation of natural resources.

Hazardous waste collection

and the use of reusable containers and recycled paper and plastics are some of the measures the company has adopted and advocated to all of its franchisees through national programs promoting the collection of expired

medications and empty film containers, in particular.



The Jean Coutu Group's range of Personnelle private label products are already enjoying excellent consumer recognition and should experience significant growth in upcoming fiscal years.

# AMERICAN Operations

After successfully completing a strategy to integrate and consolidate its network of corporate pharmacies, The Jean Coutu Group (PJC) U.S.A. Inc., a wholly-owned subsidiary of The Jean Coutu Group, is enjoying the fruits of impressive teamwork and pursuing its development on an increasingly solid foundation.

At the end of the 1997-1998 fiscal year, The Jean Coutu Group's U.S. operations recorded sales and other revenues of \$938.6 million, an increase of 12% compared to the \$837.7 million generated in 1996-1997.

Earnings (before depreciation and amortization, financial expenses and income taxes) from The Jean Coutu Group's U.S. operations stood at \$49.7 million, up 23% over earnings of \$40.5 million recorded during the previous fiscal year.

The Jean Coutu Group is all the more satisfied with the performance of its Brooks Pharmacy corporate outlets given that a new accounting reality — an appreciable increase in the corporate tax rate in the United States — reduced the U.S. operations' contribution to consolidated earnings for the 1997-1998 fiscal year.

Thanks to the impressive team work and dynamism shown by all components of its network, The Jean Coutu Group was able to maximize the profitability of its corporate pharmacies and thereby minimize the impact of this new taxation rate on earnings.

# **ABROOKS**

Brooks Pharmacy, a banner that will include even more establishments before the end of the 1998-1999 fiscal year.

### A victory and new developments

Another external factor contributed, although to a lesser degree, to the

solid performance shown by the Brooks Pharmacy network. The Jean Coutu Group, along with other established pharmacy chains in Massachusetts, was a party in legal proceedings against the near monopoly held by certain pharmacies through exclusive contracts with insurance groups.

Under these contracts, patients whose medication is covered by the insurer were required to fill their prescriptions in a pharmacy designated by that insurer. An out-of-court settlement was reached before the matter was brought before the American courts and, as a result, consumers have been free to visit the pharmacy of their choice since February 1998. The impact of this victory by the pharmacy chains, including Brooks Pharmacy, will be even more

strongly felt during the 1998-1999 fiscal year, since The Jean Coutu Group has already registered an average increase of 3,000 prescriptions per week for the months of March, April and May 1998.

At the end of the 1997-1998 fiscal year, The Jean Coutu Group opened eight new pharmacies, bringing the number of establishments in its network up to 242, an increase of more than 4% over the previous fiscal year. The Jean Coutu Group had to account for the costs related to these openings in its 1997-1998 results year, although the earnings from these establishments will only be entered into the 1998-1999 accounts of the fiscal year.

The Jean Coutu Group - which already holds an attractive real estate portfolio – plans to at least inaugurate 10 new outlets during the next fiscal year with the possibility of opening as many as 15 to 20 new establishments. Indeed, the potential for expanding the U.S. operations' territory shows considerable promise, and The Jean Coutu Group remains on the lookout for attractive business prospects that will enable it to optimize its penetration of the U.S. market.



All of the new establishments opened by The Jean Coutu Group reflect the new prototype developed and finetuned by the company during the last fiscal year, a prototype that makes optimal use of available surface areas and includes such things as areas reserved for pharmacist/customer consultations and drive-through service windows.

At the same time, The Jean Coutu Group began a major modernization effort of the existing corporate outlets in its network, consisting of expansions as well as in-store and exterior improvements and renovations. As of May 31, 1998, more than 25 establishments had already benefited from the program, which will continue in coming fiscal years.

### Technology and profitability

During the 1997-1998 fiscal year, Brooks Pharmacy corporate outlets succeeded in increasing their sales and profitability by an average of 10% compared to the results of similar establishments. Without question, this growth can be attributed in part to the introduction of information, communications and management technologies across the entire corporate network.

The introduction of commercial POS management rallied considerable energy during the 1997-1998 fiscal year and, as of May 31, 1998, 25% of the corporate pharmacies had implemented this management tool. Based on the information available to date, The Jean Coutu Group has already begun to feel the benefits of this leading-edge technology, particularly in terms of strategic decision-making (merchandising, purchasing, outlets etc.).

In accordance with the implementation schedule for commercial POS management, all users have already been given the necessary training, and all establishments have been prepared for the introduction of the requisite technology, including available product labelling.



By early December 1998, in time for the busy Christmas period, all Brooks Pharmacy corporate outlets will be set up with commercial POS management.





All new establihments opened in the U.S. conform to the prototype recently developed by the company. At the same time, existing corporate outlets are undergoing a major modernization effort.

# Management's analysis of operating results and FINANCIAL POSITION

### Operating results

At the end of the 1997-1998 fiscal year, The Jean Coutu Group recorded sales and other revenues of \$1,940,074,000, compared to \$1,710,965,000 at the close of the previous year.

This increase is primarily attributable to performance registered across the entire franchise network. Overall, the canadian franchised establishments and the Brooks Pharmacy corporate outlets in the U.S. recorded sales that were superior to those for the 1996-1997 fiscal year.



Sales and other revenues generated by the Canadian operations stood at \$1,001,458,000 on May 31, 1998, up 14.7% from the \$873,256,000 recorded as at May 31, 1997. Thus, the contribution of Canadian operations represented 51.6% of The Jean Coutu Group's consolidated earnings.

Sales and other revenues from the U. S. operations totalled \$938,616,000 on May 31, 1998, compared to \$837,709,000 as at May 31, 1997, for an increase of 12%. The U.S. operations' contribution therefore accounted for 48.4% of The Jean Coutu Group's consolidated earnings.

### **Earnings**

Consolidated earnings before income taxes amounted to \$98,375,000 at the end of the 1997-1998 fiscal year, an increase of 11.8% over the \$87,971,000 recorded at the end of the previous fiscal year.

Canadian activities accounted for \$85,399,000 of these earnings, up 7.3% from the \$79,611,000 recorded the previous year. U.S. activities, for their part, contributed \$12,976,000 to these earnings, compared to \$8,360,000 for the 1996-1997 fiscal year.

Depreciation and amortization expenses rose to \$33,839,000 in the 1997-1998 fiscal year, an increase of 23.7% over the \$27,354,000 registered in 1996-1997.

Financial expenses reached \$14,063,000, up 24% from \$11,338,000 at the close of the 1996-1997 fiscal year.

As at May 31, 1998, The Jean Coutu Group recorded net earnings of \$63,236,000 or \$1.20 per share, a 10.9% increase compared to net earnings of \$57,025,000 or \$1.08 per share in 1996-1997.

### Changes in financial position

The Jean Coutu Group's cash flow totalled \$84,777,000 or \$1.61 per share at the end of the 1997-1998 fiscal year, an increase of 5.7% over the 1996-1997 fiscal year when the Group's cash flow stood at \$80,243,000 or \$1.53 per share.

The Jean Coutu Group's investment activities required cash resources of \$54,247,000. Investments in capital assets totalled \$69,553,000.

Altogether these inflows and outflows used net cash resources of \$31,856,000, bringing the bank overdraft and loans to \$143,523,000 for the 1997-1998 fiscal year, compared to \$111,667,000 in 1996-1997.

### Financial position

Total assets of The Jean Coutu Group reached \$838,414,000 as at May 31, 1998, an increase of 15.6% over the \$725,558,000 in recorded at the close of the 1996-1997 fiscal year.

Real estate and capital assets – whose book value totalled \$300,735,000 as at May 31, 1998 – accounted for 35.9% of these total assets in 1997-1998.

The Jean Coutu Group shareholders' equity therefore stood at \$446,732,000 at the close of the 1997-1998 fiscal year, compared to \$378,189,000 for the previous fiscal year, an increase of 18.1%.

The book value of The Jean Coutu Group shares rose from \$7.19 at the beginning of the 1997-1998 fiscal year to \$8.48 as at May 31, 1998.

At the close of the 1997-1998 fiscal year, The Jean Coutu Group's working capital reached \$105,269,000, for a current ratio of 1.35:1, compared to the \$80,985,000, or a current ratio of 1.31:1 registered at the end of the 1996-1997 fiscal year.

Long-term debt totalled \$84,020,000 for the 1997-1998 fiscal year, representing a long-term debt to equity ratio of 0.19:1, compared to \$84,769,000 or a debt on equity ratio of 0.22:1 for 1996-1997.

On May 31, 1998, The Jean Coutu Group's total bank debt amounted to \$227,543,000 for a total debt to equity ratio of 0.51:1, compared to the previous year-end's debt of \$196,436,000 or a total debt to equity ratio of 0.52:1.

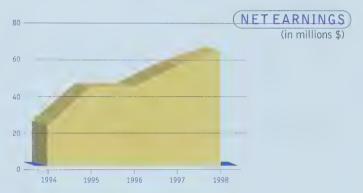
### The transition to the year 2000

The Jean Coutu Group is currently conducting compatibility tests on its computer equipment and systems to ensure that the Company's operations will not be unduly affected by the transition to the year 2000 as well as assure its clients, suppliers and partners of this.

A work council will be established to see to it that all components likely to be affected by the year 2000 bug – from the computer systems themselves to auxiliary systems such as heating, air conditioning and alarm systems – are scrupulously inspected and certified as compliant with the requirements of the year 2000.

Furthermore, each department within The Jean Coutu Group has been given the responsibility of examining, in close collaboration with the company's suppliers, the state of preparedness of the systems and operating procedures that ensure the smooth running of commercial dealings between that department and its suppliers.

Finally, and in light of the measures that have been introduced since the company began upgrading its computer systems in 1993, The Jean Coutu Group is of the opinion that all of its departments and subsidiaries, including The Jean Coutu Group (PJC) U.S.A. Inc., will be able to make the transition to the year 2000 mark without difficulty.



### Financial outlook

The Jean Coutu Group anticipates that its revenues will grow in Canada and the United States during the 1998-1999 fiscal year. Firstly, the Canadian operations will include about 10 new establishments and should benefit from the full contribution of the former Cumberland outlets, now part of The Jean Coutu Group franchise network.

Secondly, the consolidation of the Brooks Pharmacy network and the favourable forecasts for the American economy should continue to exert a positive influence over the sales of The Jean Coutu Group (PJC) U.S.A.

Yvon Béchard

First Executive Vice-President and Assistant Secretary

### Quarterly consolidated EARNINGS

(in thousands of dollars except for per share earnings)

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3 month periods ended	August 31 1997	November 30 1997	February 28 1998	May 31 1998	Total 1998
Sales and other revenues					
Canada	\$ 234,173	\$ 268,838	\$ 241,142	\$ 257,305	\$ 1,001,458
United States	213,616	223,136	252,664	249,200	938,616
	447,789	491,974	493,806	506,505	1,940,074
Charges					
Cost of goods sold, general and operating expenses					
Canada	211,287	243,993	217,536	232,108	904,924
United States	203,722	211,555	237,405	236,191	888,873
	415,009	455,548	454,941	468,299	1,793,797
Depreciation and amortization	7,601	8,067	8,455	9,716	33,839
Interest on long-term debt	1,201	1,259	1,304	790	4,554
Other interest	1,821	2,117	2,538	3,033	9,509
Policy Annual of March Conference	425,632	466,991	467,238	481,838	1,841,699
Earnings before income taxes	22,157	24,983	26,568	24,667	98,375
Income taxes	8,092	9,350	8,572	9,125	35,139
Net earnings	\$ 14,065	\$ 15,633	\$ 17,996	\$ 15,542	\$ 63,236
Earnings and fully diluted earnings per share	\$ 0.27	\$ 0.29	\$ 0.35	\$ 0.29	\$ 1.20

3 month periods ended	August 31 1996	November 30 1996	February 28 1997	May 31 1997	Total 1997
Sales and other revenues					
Canada	\$ 203,856	\$ 235,296	\$ 207,153	\$ 226,951	\$ 873,256
United States	207,981	197,675	221,063	210,990	837,709
	411,837	432,971	428,216	437,941	1,710,965
Charges					
Cost of goods sold, general					
and operating expenses					
Canada	183,229	213,268	186,262	204,285	787,044
United States	199,704	188,380	208,023	201,151	797,258
	382,933	401,648	394,285	405,436	1,584,302
Depreciation and amortization	6,533	6,473	6,692	7,656	27,354
Interest on long-term debt	1,277	1,174	1,168	935	4,554
Other interest	1,810	1,905	1,555	1,514	6,784
	392,553	411,200	403,700	415,541	1,622,994
Earnings before income taxes	19,284	21,771	24,516	22,400	87,971
Income taxes	6,815	7,907	8,217	8,007	30,946
Net earnings	\$ 12,469	\$ 13,864	\$ 16,299	\$ 14,393	\$ 57,025
Earnings and fully diluted earnings per share	\$ 0.24	\$ 0.26	\$ 0.31	\$ 0.27	\$ 1.08

# Management's report with respect to the FINANCIAL STATEMENTS

The consolidated financial statements of The Jean Coutu Group (PJC) Inc. contained in this report, including the notes thereto, were prepared by management in accordance with generally accepted accounting principles. In addition, the financial information contained elsewhere in the annual report is consistent with the financial statements.

The Board of Directors is responsible for the financial statements included in this annual report. The Audit Committee reviews the contents of the financial statements prior to their approval by the Board of Directors. The external auditors discuss their audit work with the Committee.

The Company's external auditors, Mallette Maheu, are responsible for auditing the financial statements and providing an opinion thereon. Their report is presented below.

François J. Coutu

President and Chief Operating Officer

Francis I Contul

Yvon Béchard

Senior Executive Vice-President

# Auditor's REPORT

To the Shareholders of The Jean Coutu Group (PJC) Inc.

We have examined the consolidated balance sheet of The Jean Coutu Group (PJC) Inc. as at May 31, 1998 and 1997 and the consolidated statements of earnings, retained earnings and changes in financial position for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these consolidated financial statements present fairly, in all material respects, the financial position of the Company as at May 31, 1998 and 1997 and the results of its operations and the changes in its financial position for the years then ended in accordance with generally accepted accounting principles.

Mallete Mahen

Mallette Maheu General Partnership Chartered Accountants

Montreal July 14, 1998

### **EARNINGS**

Years ended May 31, 1998 and 1997 (in thousands of dollars except for per share amounts)

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	1998	1997
Sales	\$ 1,786,858	\$ 1,573,710
Other revenues (note 2)	153,216	137,255
	1,940,074	1,710,965
Expenses  Cost of goods sold, general and operating expenses  Depreciation and amortization (note 3)  Interest on long-term debt  Other interest	1,793,797 33,839 4,554 9,509 1,841,699	1,584,302 27,354 4,554 6,784 1,622,994
Earnings before income taxes	98,375	87,971
Income taxes (note 4)	35,139	30,946
Net earnings	\$ 63,236	\$ 57,025
Earnings and fully diluted earnings per share	\$ 1.20	\$ 1.08
Weighted average of outstanding shares	52,665,491	52,614,536

# Consolidated RETAINED EARNINGS

Years ended May 31, 1998 and 1997 (in thousands of dollars)

		1998		1997
Balance at beginning	\$	321,996	\$	271,811
Net earnings		63,236		57,025
	ut ox*	385,232	<u></u>	328,836
Dividends		8,427		6,840
Balance at end	\$.	376,805	\$	321,996

### Consolidated

### BALANCE SHEET

May 31, 1998 and 1997 (in thousands of dollars)

ASSETS		1998		1997
Current assets  Accounts receivable Current portion of investments (note 5) Inventories Deferred income taxes Prepaid expenses	\$	115,889 7,679 271,922 12,086 2,551	\$	105,017 4,677 226,562 4,942 2,230
		410,127		343,428
Investments (note 5)		16,556		15,225
Real estate (note 6)		148,785		136,929
Capital assets (note 7)		151,950		124,120
Other assets (note 8)		110,996		105,856
	\$	838,414	\$	725,558
LIABILITIES				
Current liabilities  Bank overdraft and loans (note 9)  Accounts payable  Income taxes payables  Current portion of long-term debt (note 10)	\$	143,523 150,720 8,715 1,900 304,858	\$	111,667 139,689 9,318 1,769 262,443
Deferred revenue		4,365		846
Long-term debt (note 10)		82,120		83,000
Deferred income taxes		339		1,080
	*****	391,682		347,369
SHAREHOLDERS' EQUITY				
Capital stock (note 11)		51,740		51,255
Retained earnings		376,805		321,996
Foreign currency translation adjustments (note 12)		18,187		4,938
		446,732	4. 5	378,189
	\$	838,414	\$	725,558

CONTINGENT LIABILITIES AND COMMITMENTS (notes 13 and 14)

On behalf of the Board of Directors

Francis I Contact
Director

Yvon Beekard Director 13

# Consolidated changes in FINANCIAL POSITION

Years ended May 31, 1998 and 1997 (in thousands of dollars)

	1998	1997
Operating activities  Net earnings	\$ 63,236	\$ 57,025
Items not involving cash : Depreciation and amortization	33,839	27,354
Loss (gain) on disposal of assets	591	(669)
Deferred income taxes	(12,889)	(3,467)
	84,777	80,243
Changes in non-cash working capital items Changes in long-term receivables from franchisees	(42,654) 422	(3,385) 2,594
Foreign currency translation adjustments	3,844	650
	46,389	80,102
Financing activities		
Balance of purchase price Long-term debt	1,345	3,884
Repayment of long-term debt	(2,095)	7,756 (6,419)
Issuance of capital stock	485	289
	(265)	5,510
Investing activities		
Business acquisitions (note 15) Loans and advances	/E	(39,318)
Receipts on loans and advances	(5,645) 4,290	(2,415) 2,374
Acquisition of investments	(4,379)	(1,138)
Purchase of capital assets and real estate	(54,247)	(51,666)
Proceeds from disposal of capital assets and real estate	1,257	2,897
Goodwill	(12,684)	(7,008)
Proceeds from disposal of goodwill	1,375	2,550
Other	480	(929)
Other activity	(69,553)	(94,653)
Other activity Dividends	(8,427)	(6,840)
	(0,127)	(0,040)
Decrease in cash and cash equivalents	(31,856)	(15,881)
Cash and cash equivalents position at beginning	(111,667)	(95,786)
Cash and cash equivalents position at end	\$ (143,523)	\$ (111,667)

Cash and cash equivalents consist of bank overdraft and bank loans.

May 31, 1998 and 1997 (exhibit amounts in thousands of dollars)

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### 1. SIGNIFICANT ACCOUNTING POLICIES

### Financial statements

The financial statements are prepared in accordance with generally accepted accounting principles in Canada and conform in all material respects with International Accounting Standards. Amounts are expressed in Canadian currency.

### Consolidation

The consolidated financial statements include the accounts of the Company and all of its subsidiaries.

#### **Estimates**

The preparation of financial statements in accordance with genarally accepted accounting principles requires the utilisation of estimates and assumptions that affect the reported amounts of assets and liabilities, related amounts of revenues and expenses and disclosure of contingent assets and liabilities. Consequently, actual amounts could differ from those estimates.

### **Inventory valuation**

Inventories are valued at the lower of cost or net realizable value, the cost being calculated using the first in, first out basis and selling price less a normal gross profit.

### **Investments**

Investments are accounted for by using the cost method. Periodically, management analyzes each loan, advance and long-term receivable and when a serious doubt as to their recovery is identified, a provision is applied to reduce their book value to the estimated realizable value.

### Real estate

The Company holds real estate for leasing purposes, which is accounted for at cost (including interest). Depreciation of buildings is calculated using the straight-line and the compound interest methods at the rates of 5% and 10% based on the estimated useful lives of the buildings.

### Capital assets

Capital assets are accounted for at cost.

Depreciation of capital assets is based on the estimated useful life of the asset using the straight-line and the diminishing balance methods at the following rates:

Buildings 3% to 5%
Furniture and equipment 14% to 20%
Computer equipment and software 20 % to 33 1/3%
Leasehold improvements lease term
Vehicles 14% to 30%
Furniture, equipment and software under capital leases 20% and 30%

#### Goodwill

Goodwill is accounted for at cost.

Amortization is calculated using the straight-line method at rate ranging from 5% to 10%.

The Company's management determines annually if a permanent impairment in value of the unamortized portion of goodwill exists based on estimated future operating earnings or cash flows.

### **Deferred costs**

Deferred costs are accounted for at cost. Amortization is calculated using the straight-line method at the rate of 20% and over the term of the lease or the long-term loan.

### Foreign currency translation

The Company follows the temporal method of translation for operations undertaken by its Canadian entities and the current rate method of translation for its self-sustaining foreign operations.

May 31, 1998 and 1997 (exhibit amounts in thousands of dollars)



			1998		1997
2.	OTHER REVENUES Royalties Rent Advertising Sundry	\$	60,700 48,197 26,655 17,664 153,216	\$	54,966 42,369 24,597 15,323 137,255
3.	DEPRECIATION AND AMORTIZATION Fixed assets and real estate Goodwill Deferred cost	\$	19,227 11,273 3,339 33,839	\$	16,130 10,819 405 <b>27,354</b>
4.	INCOME TAXES				
	The difference between the effective tax rates and the basic income tax rates is made up as follows: Basic rates including surtax Income taxable at reduced rates Non-deductible amortization Prior years' losses Other	9	39.3 % (4.2) 1.7 - (1.1) 35.7 %		39.4 % (4.1) 0.7 (2.5) 1.7
			, <b>33.1</b> % ;	50000000	22,4 %
5.	INVESTMENTS Loans, advances and long-term receivables from franchisees, without interest, some of which bear repayment terms until 1999 and are renewable Other	\$	20,809 5,016 25,825	\$	22,257 1,749 24,006
	Provision for losses on loans, advances and				
m	long-term receivables from franchisees	74	1,590 24,235		4,104
	Current portion		7,679		4,677
		\$	16,556	\$	15,225

The provision for losses relates to loans, advances and long-term receivables from franchisees amounting to \$5,019,000 (1997, \$7,644,000). During the year, an additional bad debt expense of \$579,000 (1997, \$827,000) has been accounted for.

May 31, 1998 and 1997 (exhibit amounts in thousands of dollars)

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6.	REAL ESTATE Land Buildings Construction in progress				\$ 1998 47,370 112,213 1,206	\$ 102,424
www.	Accumulated depreciation				160,789 12,004	147,360 10,431
			200 38 m 422 21 80		\$ 148,785	\$ 136,929
		100			1998	1997
7.	CAPITAL ASSETS  Land Buildings Furniture and equipment Computer equipment and software Leasehold improvements Vehicles Furniture, equipment and software	\$	Cost 24,172 68,912 44,423 26,849 48,310 975	Accumulated depreciation  \$ - 13,175	\$ Net book value 24,172 55,737 18,674 16,062 33,806 342	\$ Net book value 16,890 46,074 19,439 10,593 27,481 472
	under capital leases		9,443	6,286	3,157	3,171
		\$	223,084	\$ 71,134	\$ 151,950	\$ 124,120
8.	OTHER ASSETS			- 1	1998	1997
0.	Goodwill Deposits on acquisition of assets Deferred costs Deferred income taxes				\$ 103,667 1,135 594 5,600	\$ 103,187 1,408 1,261
					\$ 110,996	\$ 105,856

### 9. BANK LOANS

The Company has authorised lines of credit of \$100,000,000 and \$113,646,000 (\$78,000,000 U.S.), bearing interest at a rate based on the prime rate or LIBOR. These lines of credit include an amount of \$20,000,000 relating to letters of credit. As at May 31, 1998, letters of credit amounting to \$8,513,000 (1997, \$7,419,000) are issued.

In accordance with the terms of the credit agreement, the Company is subjected to certain restrictions as to financial ratios to be maintained and has to respect certain conditions.

On June 10, 1998, the Company renegociated its credit agreement as mentioned in note 10.

### Notes to consolidated

### FINANCIAL STATEMENTS

May 31, 1998 and 1997

(exhibit amounts in thousands of dollars)



	1998	1997
10. LONG-TERM DEBT  Term loan subject to the same conditions as the short-term bank loans *  Loans, secured by real estate having a net book value of \$41,882,000, repayable by maximum monthly instalments of \$237,000 including principal and interest at rates varying from 6.1% to 10.0%,	\$ 55,000	\$ 55,000
maturing in November 2018  Furniture, equipment and software lease agreements, repayable until January 2003 by maximum monthly instalments of \$107,000 including interest calculated at rates varying from 5.1% to 9.6%, with purchase	25,323	26,111
option of \$585,000 at maturity	3,697	3,658
	84,020	84,769
Current portion	1,900	1,769

Repayments to be made during the following years excluding the repayments of the term loan are as follows:

	Long-term debt	Le	Lease contracts		
	Principal	Principal	Interest		
1999	\$ 814	\$ 1,086	\$ 206		
2000	882	1,013	130		
2001	955	565	75		
2002	1,034	585	43		
2003	1,121	448	14		
	\$ 4,806	\$ 3,697	\$ 468		

<sup>\*</sup> On June 10, 1998, the Company renegociated its financing as follows: the authorised lines of credit have been reduced to \$75,000,000 and \$43,710,000 (\$30,000,000 U.S.) and the term loan has been increased to \$174,840,000 (\$120,000,000 U.S.). The term loan maturing in June 2003 is repayable by quarterly instalments of \$4,371,000 (\$3,000,000 U.S.).

### 11. CAPITAL STOCK

### Authorized

Unlimited number of class A subordinate voting shares, participating, one vote per share, exchangeable, at the option of the holder, for the same number of class B shares in the event of a take-over bid being made in respect to class B shares, without par value

Unlimited number of class B shares, participating, ten votes per share, exchangeable for class A subordinate voting shares on the basis of one class A subordinate voting share for one class B share, without par value

Unlimited number of class C shares, to be issued in one or more series subject to rights, privileges, conditions and restrictions to be determined, non-participating, non-voting, without par value

May 31, 1998 and 1997

(exhibit amounts in thousands of dollars)

### 11. CAPITAL STOCK (continued)

Tegued	1998		1997	
Issued				
18,694,600 (1997, 18,640,500) class A subordinate				
voting shares	\$ 51,738	\$	51,253	
34,000,000 class B shares	2	,	2	
	\$ 51,740	\$	51,255	100

#### Issuance

During the year, some executive officers have exercised their stock options and accordingly the Company has issued 54,100 (1997, 33,000) class A subordinate voting shares for a cash consideration of \$485,000 (1997, \$289,000).

### Stock option plan

As at May 31, 1998, the Company has granted to 23 of its executive officers stock options for a maximum of 231,900 class A subordinate voting shares at prices varying from \$8.73 to \$16.95 per share.

The stock options may be exercised until October 21,2007.

### 12. FOREIGN CURRENCY TRANSLATION ADJUSTMENTS

These adjustments represent unrealized gains pursuant to the translation of the financial statements of the Company's self-sustaining American subsidiaries. The variation of this item is due to the fluctuation of the exchange rate during the year.

### 13. CONTINGENT LIABILITIES

### **Guarantees**

The Company has guaranteed the reimbursement of certain bank loans contracted by franchisees to a maximum amount of \$43,422,000. As at May 31, 1998, these loans amount to approximately \$39,921,000.

### **Buyback** agreements

Under buyback agreements, the Company is committed to financial institutions to purchase the inventories of some of its franchisees up to the amount of advances made by those financial institutions to the franchisees. However, under these agreements, the Company is not committed to cover any deficit that may arise should the value of these inventories be less than the amount of the advances.

Under buyback agreements, the Company is committed to financial institutions, to purchase equipment held by franchisees and financed by capital leases and loans. For capital leases, the buyback value is linked to the net balance of the lease at the date of the buyback. For equipment financed by bank loans, the minimum buyback value is set by contract with the financial institution. As at May 31, 1998, the loans relating to the equipment amount to approximately \$9,295,000. However, it is the opinion of management that the realizable value of the assets cannot be lower than the eventual amount of the buyback.

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May 31, 1998 and 1997

(exhibit amounts in thousands of dollars)



### 14. COMMITMENTS

Under the terms of building and vehicle leases maturing in 2017, the Company is committed to make minimum payments totalling \$233,919,000. Minimum payments payable over the next five years are as follows:

1999	\$ 37,545
2000	\$ 35,935
2001	\$ 32,272
2002	\$ 27,578
2003	\$ 22,660

Under the terms of building leases and subleases, the Company will receive, up to the year 2014, minimum payments totalling \$232,112,000. This amount takes into account the renewal of subleases at the same terms and conditions as the lease agreements.

### 15. BUSINESS ACQUISITIONS

On September 2, 1996 and May 11, 1997 respectively, the Company integrated to its Canadian franchise chain, retail outlets previously operated under the banners "Mayrand" and "Cumberland". In addition, the Company acquired in October 1996 and in May of 1997 wholly-owned subsidiaries.

These acquisitions have been accounted for in accordance with the purchase method and accordingly the operating results have been included in the financial statements since these dates. These acquisitions are summarized as follows:

Non-cash working capital items Investments	\$	5,363 190
Capital assets		1,436
Goodwill		32,483
		39,472
Long-term debt		(142)
Deferred income taxes		(12)
Net non-cash assets acquired at fair value	·	39,318
Cash and cash equivalents		(614)
Net assets acquired at fair value	\$	38,704
Consideration:		
Cash consideration	\$	34,820
Balance of purchase price		3,884
	\$	38,704

May 31, 1998 and 1997

(exhibit amounts in thousands of dollars)

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### 16. FAIR VALUE OF FINANCIAL INSTRUMENTS

The fair value of receivables, bank overdraft and loans and payables is comparable to the book value in view of that short maturity.

The fair value of loans, advances and long-term receivables from franchisees has not been determined since these balances result from transactions made in a preferential commercial context and accordingly with terms that could differ from terms negociated with non franchisees.

The fair value of the long-term debt is \$85,271,000 (1997, \$86,107,000) and has been established by discounting the contractual cash flows to interest rates used on the market for debts having similar caracteristics.

### 17. UNCERTAINLY DUE TO THE YEAR 2000 ISSUE

Most businesses use computer systems and consequently are exposed to the repercussions of the Year 2000 problems, wich, if not addressed, could affect the Company's ability to conduct normal business operations.

The Company is presently carrying out compliance procedures on its equipment and computer systems in order to ascertain for itself, its customers, suppliers and partners, that the activities of the Company will not be perturbed during the Year 2000 transition.

Although the Company has addressed the issue, it is not possible, given the nature of the risk, to be certain that all of the aspects of the Year 2000 issue affecting the Company, including those related to the efforts of customers, suppliers, or other third parties, will be fully resolved.

#### 18. SEGMENTED INFORMATION

The Company operates in 3 industry segments and 2 geographic segments.

In Canada, the Company pursues its activities in franchising, real estate and retail sales. Within the segment of franchising, the Company carries on the franchising activity of retail stores under the "PJC Jean Coutu" and "Maxi Drug" banners, operates a distribution center and coordinates several other services for the benefit of its franchises. As at May 31, 1998, the number of franchises totaled 255 (1997, 251), 10 (1997, 30) of which were opened and acquired during the year.

In the United States, the Company operates 242 (1997, 232) retail sales outlets selling pharmaceutical and other products under the "Douglas Maxi Drug" and "Brooks" banners, 22 (1997, 1) of which were opened and acquired during the year.

May 31, 1998 and 1997 (exhibit amounts in thousands of dollars)



### **18. SEGMENTED INFORMATION (continued)**Segmented information is summarized as follows:

Segmented information is sur	INDUSTRY SEGMENTS			GEOGRAPHIC SEGMENTS			
	Franchising	Real Estate	Retail Sales	Total	Canada	United States	Total
	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)
1998							
Sales and	040.050	47 / 5/	042 7//	1 040 074	1 001 450	020 (1)	3 040 074
other revenues	949,252	47,656	943,166	1,940,074	1,001,458	938,616	1,940,074
Depreciation and amortization:							
Capital assets and real estate	4,399	1,826	13,002	19,227	6,294	12,933	19,227
Goodwill	8,073	-	3,200	11,273	8,073	3,200	11,273
Deferred costs	- 0,015	78	3,261	3,339	78	3,261	3,339
Financial expenses:		• •	-,	-,		, , , , , ,	- /
Interest on long-term							
debt	2,479	2,067	8	4,554	4,554	-	4,554
Other interest	2,709	5	6,795	9,509	2,766	6,743	9,509
Intersegment interest	(10,630)	-	10,630		(10,630)	10,630	-
Earnings before							
income taxes	76,578	9,779	12,018	98,375	85,399	12,976	98,375
Total assets	233,520	154,133	450,761	838,414	388,117	450,297	838,414
Acquisition of capital assets							
and real estate	6,596	14,468	33,183	54,247	21,556	32,691	54,247
1997							
Sales and							
other revenues	823,163	42,870	844,932	1,710,965	873,256	837,709	1,710,965
Depreciation and amortization:							
Capital assets and							
real estate	3,490	1,734	10,906	16,130	5,312	10,818	16,130
Goodwill	5,428						
Defermed seeks	37.20	- 20	5,391	10,819	5,428	5,391	10,819
Deferred costs		38	5,391 367	10,819	5,428 38	5,391 367	405
Financial expenses:	-		,	,	,		
Financial expenses: Interest on long-term	-	38	367	405	, 38		405
Financial expenses:	2,547 1,607		367	,	,		
Financial expenses: Interest on long-term debt	2,547	38 1,962	367	405 4,554	4,554	367	405
Financial expenses: Interest on long-term debt Other interest	2,547 1,607	38 1,962 17	367 45 5,160	405 4,554	4,554 1,658	367 - 5,126	405
Financial expenses: Interest on long-term debt Other interest Intersegment interest	2,547 1,607	38 1,962 17	367 45 5,160	405 4,554	4,554 1,658	367 - 5,126	405
Financial expenses: Interest on long-term debt Other interest Intersegment interest Earnings before	2,547 1,607 (10,389)	38 1,962 17 -	367 45 5,160 10,389	4,554 6,784	4,554 1,658 (10,389)	367 - 5,126 10,389	405 4,554 6,784
Financial expenses: Interest on long-term debt Other interest Intersegment interest Earnings before income taxes	2,547 1,607 (10,389)	1,962 17 - 7,338	367 45 5,160 10,389 7,588	4,554 6,784 - 87,971	4,554 1,658 (10,389) 79,611	367 - 5,126 10,389 8,360	405 4,554 6,784 - 87,971
Financial expenses: Interest on long-term debt Other interest Intersegment interest Earnings before income taxes Total assets	2,547 1,607 (10,389)	1,962 17 - 7,338	367 45 5,160 10,389 7,588	4,554 6,784 - 87,971	4,554 1,658 (10,389) 79,611	367 - 5,126 10,389 8,360	405 4,554 6,784 - 87,971

### 19. COMPARATIVE FIGURES

Certain 1997 figures have been reclassified to conform with the presentation adopted in 1998.

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# Board of DIRECTORS

#### Jean Coutu

Chairman of the Board and Chief Executive Officer of the Company

### François J. Coutu

Director
President and Chief Operating Officer
of the Company

### Louis Coutu

Director Vice-President of Commercial Policies of the Company

### Marie-Josée Coutu

Director President, Marcelle and Jean Coutu Foundation

### Michel Coutu

Director
President of The Jean Coutu Group
(PJC) U.S.A. Inc

### Sylvie Coutu

Director
President,
Sylvie Coutu Design

### Yvon Béchard

Director First Executive Vice-President and Assistant Secretary of the Company

### Barrie D. Birks

Director President, Tyringham Investments Ltd.

### **Marcel Dutil**

Director Chairman of the Board, President and Chief Executive Officer, Canam Manac Group Inc.

### **Nicolle Forget**

Director Attorney at Law

### Claire Léger

Director Vice-Chairman of the Board, Groupe Saint-Hubert

### Yvon Martineau

Director Senior Partner, Martineau Walker

### Jacques Masse

Vice-Chairman of the Board of the Company

### Erik Péladeau

Director
Chairman of the Board and
Chief Executive Officer,
Quebecor Multimédia Inc. and
Chairman of the Board,
Quebecor Communications Inc.

#### **Laurent Picard**

Director Corporate Director

#### Paul Delage Roberge

Director
Chairman of the Board and
Chief Executive Officer,
Boutiques San Francisco Inc.

# Corporate OFFICERS

### The Jean Coutu Group (PJC) inc.:

#### Jean Coutu

Chairman of the Board and Chief Executive Officer

### François J. Coutu

President and Chief Operating Officer

### Yvon Béchard

First Executive Vice-President and Assistant Secretary

### Michel Boucher

Vice-President, Information Systems

### **Carole Bouthillette**

Vice-President, Finance

### **Denis Courcy**

Vice-President, Human Ressources

#### Louis Coutu

Vice-President, Commercial Policies

### Claudia Di Renzo

Vice-President, Real Estate

#### Yvon Goyer

Vice-President, Services and Promotions

### **Alain Lafortune**

Vice-President, Purchasing, Merchandisingand Advertising

### **Jacques Lamoureux**

Vice-President, Operations

### **Jacques Masse**

Vice-Chairman of the Board

### **Richard Mayrand**

Vice-President, Professional Activities

### Johanne Meloche

Vice-President, Cosmetics, Exclusive Brand and Beauty Programs

### Jean-Pierre Normandin

Vice-President, Distribution Centre

#### Carole Rennie

Controller

### **Bernard Rochette**

Director of Legal Affairs and Corporate Secretary

### The Jean Coutu Group (PJC) U.S.A. Inc. :

### Michel Coutu

President

### C. Daniel Haron

Vice-President, Pharmacies and Professional Activities

#### David A. Morocco

Vice-President, Marketing

### **William Pitts**

Controller

### William Welsh

Executive Vice-President, Operations

### Randy Wyrofsky

Vice-President, Finance

### Addresses

### The Jean Coutu Group (PJC) Inc.

530 Bériault Street Longueuil, Quebec J4G IS8 (450) 646-9760

### The Jean Coutu Group (PJC) U.S.A. Inc.

50 Service Avenue Warwick, Rhode Island U.S.A. 02886 (401) 825-3900

### **Auditors:**

Mallette Maheu General partnership Chartered Accountants 5 Place Ville-Marie Suite 1000 Montreal, Quebec H3B 4X3

### Registrar:

General Trust of Canada 1100 University Street, 9th Floor Montreal, Quebec H3B 2G7

### **Stock Market Information:**

Ticker symbol: PJC.A Montreal Exchange and Toronto Stock Exchange

### **Transfer Agents:**

General Trust of Canada 1100 University Street, 8th Floor Montreal, Quebec H3B 2G7

R-M Trust Company 393 University Avenue, 5th Floor Toronto, Ontario M5C 2W9

### **Principal Legal Counsels:**

Desjardins Ducharme Stein Monast 600 de La Gauchetière Street West Suite 2300 Montreal, Quebec H3B 4L8

Loranger Marcoux Édifice La Laurentienne 1100 René-Lévesque Blvd. West Suite 1460 Montreal, Quebec H3B 4N4

Pouliot Mercure 1155 René-Lévesque Blvd. West, 31st Floor Montreal, Quebec H3B 3S6

Martineau Walker Tour de la Bourse 800 Place Victoria Suite 3400 Montreal, Quebec H4Z IE9

### **Banking Institution:**

National Bank of Canada 600 de La Gauchetière Street West Montreal, Quebec H3B 4L2

### **Financial Communications:**

Everest Public Relations 81 Sherbrooke Street West Montreal, Quebec H2X 1X2

### **Annual General Meeting**

The Annual General Meeting of Shareholders of The Jean Coutu Group (PJC) Inc. will be held on September 9, 1998, at 9:30 a.m. at The Jean Coutu Group's Head Office, 551 Bériault Street, Longueuil, Quebec

### **Annual Information Form**

The Annual Information Form of the Company for the year ending May 31, 1998 will be available uppon request as of October 18, 1998.

Pour obtenir la version française de ce rapport veuillez écrire à:

Le Groupe Jean Coutu (PJC) inc. a/s Céline Lamonde 530, rue Bériault Longueuil (Québec) J4G 1S8

